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April 13, 1993

To: Mark

Re: Shell Oil

On 4/6/93, S.A.M. D. Holland contracted Trip Packer, Merchandising Specialist, Shell Oil. Shell Oil is in the process of taking over 16 Gulf Oil Locations on the Pennsylvania Turnpike which are currently independent accounts.

The chain headquarter point will be Mt. Olive, N.J. This conversion to Shell Oil is expected to occur on 4/19/93. We have been asked to make a presentation as also P. Morris has been. Shell Oil is interested in our preferred presence A.B.C. plan, E.V.D.'s, and RJR overheads.

With Shell Oil's natural headquarters in Houston, Texas (chain ID#5527-00-00) will contract budgets come out of the C.J. Division's budget? If so, and if our presentation is successful, we would need an addition \$38,400.00 added to the division's annual budget. Also the merchandising budget would need to be increased to handle the cost of 16 OPM's and 48 system III counter displays.

Thank you for your assistance in this matter.

Sincerely,

Joe

JHC/tw

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D.M. JH 4/13/93

T&D R 4/14/93

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S.A.M. 1 4/14/93

"We work for smokers."

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